

# SUCCESS STORY

## Gelatin

### ANNUAL REVENUE INCREASED BY 450K EUROS, AFTER USING TEWS ONLINE CONTROL

How Gelatin customer achieved exponential growth in earnings in the first year with TEWS

#### CHALLENGES:

Before using Tews, the two biggest challenges faced by the gelatin customer were:

1. Rising energy costs.
2. Soaring costs of obtaining high-quality raw materials due to intense competition.

#### BACKGROUND:

This customer has been in the gelatin market for over 30 years, with a conventional production capacity of about 5,000 tons per year and a moisture content of 11% (the legal standard does not exceed 12%). In 2020, the customer invested in TEWS equipment and started measuring their raw material and improve their energy issues.



**USE CASE:**

By installing TEWS sensors after the dryer, they monitored the moisture content of the gelatin in real-time online. The customer increased the moisture content from 11% to 11.20% (an increase of 0.2%), ensuring rationalized production processes within the legally allowed range.

**RESULT:**

By increasing the moisture content by just 0.2%, the customer successfully achieved:

- Reduced raw material usage by increasing the moisture content.
- Saved time and increased productivity by 2% through online measurement.
- Shortened drying time, saving 32 liters of fuel for drying.

**BY THE END OF THE FIRST YEAR, THE CUSTOMER CONCLUDED THAT THE TEWS EQUIPMENT INVESTMENT YIELDED 450K EUROS IN ECONOMIC BENEFITS.**

€50K

INVESTMENTS

+100T

YIELD

+2%

PRODUCTION

€ 450K

EARNINGS

\*TEWS technology is often considered as a competitive advantage and therefore, we are not at liberty to reveal the real name of the related parties.